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GOVERNMENT OF THE PROVINCE OF SASKATCHEWAN
DEPARTMENT OF AGRICULTURE
CO-OPERATIVE ORGANISATION BRANCH

CO-OPERATIVE LIVE STOCK MARKETING

BY

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PUBLISHED BY DIRECTION OF THE HON. W. R. MOTHERWELL, MINISTER OF AGRICULTURE.

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LETTER OF TRANSMITTAL

REGINA, SASK., *September 28, 1914.*

HON. W. R MOTHERWELL,
Minister of Agriculture.

SIR,—I beg to enclose herewith Bulletin No. 41, which I recommend be published. This bulletin has been prepared by Mr. W. W. Thomson, director of co-operative organisation. A pamphlet on this subject was prepared by Mr. Thomson shortly after he assumed his duties last winter; this has now been revised and enlarged in the light of a year's experience and what was learned in a study of co-operative organisations of this kind made by Mr. Thomson in the course of a recent trip through Minnesota, Wisconsin, Michigan and Ontario, states and provinces in which agricultural co-operation has made more headway than in most others on this continent.

The subject of reducing the spread between the prices paid to the producer for live stock on the one hand, and by the consumer for live stock on the other hand, has been freely and widely discussed for many years past. Co-operation has been found in actual practice to bring very real benefits to the producers of grain and of dairy products in Saskatchewan, and it can certainly be made to play an important part in securing for the producers of live animals their fair share of the price of those animals on whichever of the great markets of this continent the producer desires to ship to. Whether anything more than this can be done in this field by co-operation remains to be investigated and tried out. This much at least has been amply demonstrated and cannot be gainsaid, namely, that a small local group of farmers can largely increase their profits from live stock production by banding themselves together and performing for them in an economical and organised way an essential service which is now performed for them in a wasteful and unorganised way by a local buyer, drover or butcher.

It is right that farmers should call upon governments to regulate, improve and increase facilities not immediately within their control but which affect their profits. It is also right for farmers to themselves apply such remedies as lie to their hands and which are quite as important though less spectacular and complicated. The purpose of this bulletin is to make clear the first simple well-tried step in better live stock marketing, the step that can be taken by every group of farmers in the province who are dissatisfied with prices, namely the forming and operating of a local shipping and selling organisation on co-operative lines.

Yours faithfully,

A. F. MANTLE,
Deputy Minister of Agriculture.

CO-OPERATIVE LIVE STOCK MARKETING

GENERAL

The success of farming, like all other producing businesses, depends not only upon the use of proper methods in production, but also upon the exercise of business acumen in marketing the products of the business. During recent years our agricultural colleges and experimental farms have done much to introduce improved methods of production, but if our farmers are to obtain a reasonable return for their investment of capital and labour they must resort not only to scientific methods of production but must also find the shortest and least expensive route between the producer and consumer. Every unnecessary expense in the distribution of farm produce becomes a charge against that produce and must eventually be deducted from the price which the farmer receives.

During the early years in this province, when grain was practically the only produce marketed from our farms, the farmers soon learned the importance of proper methods in marketing and after trying various remedies finally solved the problem by establishing our co-operative elevator system, through which they can dispose of their grain at a minimum of expense and risk. With the advent of mixed farming the marketing problem became much more complicated, different outlets having to be found for each commodity. At the present time one of the most serious problems confronting the farmer is how to dispose of his live stock so as to obtain its full value. This bulletin has been prepared to point out the advantages which would result from the organisation of farmers' co-operative stock marketing associations and to explain how such associations may be organized and conducted.

STOCK MARKETING ASSOCIATIONS AND THEIR ADVANTAGES

A stock marketing association is simply an organisation through which the farmers in a district unite to make up car lots of live stock which are then forwarded to some central market to be sold where competitive bidding is assured. The proceeds from the sale, less the manager's commission and all necessary expense, being distributed to those supplying the animals in proportion to the prices received for their stock.

The advantages of this method of marketing may be briefly enumerated as follows:

1. It eliminates the local or travelling buyers, with the attendant duplication of work and the heavy expense for salaries, livery hire, etc., which their operations entail.
2. It brings the producer and consumer one step closer together, ensuring better prices to the former and cheaper meat to the latter.

3. Each farmer's stock being sold by itself each receives the just reward for his efforts.

4. The small producer is placed in a position to command the same prices as the farmer having a car lot or more for sale.

5. Working together with others who are producing under the same conditions as themselves, the members in the association become fired with a spirit of friendly rivalry and are inspired to put forth every effort to produce high class stock which will bring in the best returns.

6. A number of marketing associations having been organised in adjacent towns along a given line of railway and shipping on the same days are able to secure special stock trains to convey their shipments to the central markets, thereby reducing the time required to move the stock and effecting a considerable reduction in shrinkage, which results in a direct gain to the shipper. Incidentally it may be mentioned that shipments made as above outlined can be handled much more economically by the railway company than if forwarded in the ordinary haphazard manner.

THE LIVE STOCK INDUSTRY IN SASKATCHEWAN.

Much thought and energy has been expended in an effort to build up the live stock industry in this province. In the early days ranching was the principal business of the west, but with the advent of railways settlers flocked into the country, grain growing was introduced and has now almost entirely replaced the ranching industry. Exclusive grain growing, however, has never been found either a satisfactory or permanent system of agriculture, and scientists have long since demonstrated that live stock have, of necessity, a place on every well organised farm. Our people have not been slow to grasp this fact and the provincial government have expended no inconsiderable sum of money in an effort to aid in building up our live stock industry on a sound basis. A large number of pure bred sires have been brought into the country and sold to the farmers at cost, high class females have been imported by the carload and sold on credit terms, substantial grants have been made to the agricultural societies and fair boards of the province and every effort has been made to encourage the production of large numbers of live stock.

Notwithstanding the activity of the Government, the exceptional suitability of our country to stock raising and the natural aptitude which many of our people have for the business, the number of live stock in the province has not increased in proportion to the increase in population. That this is so is no doubt partially due to the unfavourable conditions under which many of our farmers are marketing their stock, and until some improvement is made in this connection little permanent advance can be expected. What is most needed at the present time to develop the live stock industry is organisation among the live stock men for the co-operative marketing of their stock combined, where possible, with organisation for the purpose of developing special lines of animals in given localities or what is commonly called "community breeding."

PRESENT MARKETING SYSTEM.

Under our present system there are but two ways in which a farmer with an average amount of stock can dispose of his surplus animals. He can wait until a butcher or stock buyer comes round to his farm and makes him an offer for his stock or he can take the animals to the nearest town and accept what the butchers or buyers there will give. Under either circumstance he is at a decided disadvantage. The butcher, or buyer, is always in close touch with the outside market, regarding which the farmer has but scanty information. The buyers are experts in their business, being able at a glance to make an accurate estimate of an animal's weight and to judge to a nicety just how much it will dress out, how much choice meat will be in the carcass, etc. The farmer has no particular knowledge along any of these lines. He may not be satisfied that the price offered is just, but he knows he has to sell the animal; that he can do better elsewhere is uncertain, and rather than risk a possible loss and certain delay he usually accepts the price offered. It is true that if he has a carload he can ship to some outside market where there is competitive bidding, but the average farmer cannot hope to start into stock keeping with a large number of animals. So long as he has only three or four cattle or a dozen hogs to offer he is not in a position to obtain top prices from the local buyers and even carload lots, unless exceptionally uniform in type and of high quality, will not bring the best returns.

The present system is also unduly expensive in that there are often four, five or more buyers operating in one locality. These men drive about from farm to farm picking up a few head here and there, several days being often required before they have enough to fill a car. This all adds to the cost of marketing, for the salaries of these men and the large livery bills which their operations entail must eventually be borne by the stock producers One man, centrally located and having the confidence of the stockmen, by using the rural telephone can handle all the stock in a given district without any outlay for livery and being paid commission on sales, it is to his interest to keep in close touch with market conditions in all the market centres of the country so that he can sell to the best advantage.

CO-OPERATIVE LIVE STOCK MARKETING

Stockmen in other countries have years ago faced conditions similar to ours, and have solved the marketing problem by the organisation of co-operative marketing associations, through which a number of farmers unite to make up a carload, and ship the same under the direction of a competent manager to some central market where competitive bidding is assured. There the animals are sold, through a commission firm, or by direct sale to the packers or exporters, the proceeds being returned to the manager and by him distributed to the owners of the stock. In Minnesota, Wisconsin and other American states, as well as in practically every country in Europe, farmers have organised for this purpose, and the results obtained have, in practically every case, been eminently satisfactory.

The following account of the organisation and work of typical American live stock marketing associations is taken from the July, 1913, issue of the *Monthly Bulletin of Economic and Social Intelligence*, published by the International Institute of Agriculture at Rome:

"The associations are easy to organise, and simple in their working. They need no initial capital; the united support of the members is, it is claimed, sufficient to assure success. In fact, the operation they undertake on behalf of their members consists merely in assembling their consignments of live stock at a determined shipping point, making up full carloads and dispatching them to the commission agent who acts as seller for the association at the terminal stock yards. The association afterwards remits to each member the proceeds of the sale of his consignment, less a proportionate share of freight and operating expenses."

"The board of directors usually set aside one day at stated intervals on which stock is to be shipped. The manager takes charge of each consignment and gives a detailed receipt which specifies the number of animals, their weight and the distinctive marks assigned them. For each car shipped he then draws up a statement which shows the number of animals, the weight, shrinkage, net weight, price realised and expenses for freight, commission and terminal charges. This statement forms a permanent record of the shipment, and is filed with the report from the commission firm which takes charge of the stock as soon as the car arrives at the stock yards. There the stock is unloaded, fed, assorted into grades and made ready for sale. The manager makes no payment until the returns for each carload are received from the commission firm. He then compiles, for each member, a complete statement of what his stock weighed and was sold for on the market, and the expenses incurred in connection with it; and remits to the member, with this statement, a cheque for the balance due him. The manager receives a commission ranging from 6 cents to 10 cents per 100 pounds of stock shipped. Operating charges, over and above freight, which varies with distance from the market, amount to from 20 cents to 25 cents per 100 pounds."

"An additional commission of 1 or 2 cents per 100 pounds is frequently levied and set aside to form a combined reserve and insurance fund to meet extraordinary expenses and to indemnify owners for loss or injury

to animals in transit, when no blame attaches to owner, manager or railway company. The manager is always called upon to give satisfactory bond to the directors for the honest and careful performance of his duties."

Upwards of 120 of these marketing associations, organised as above outlined, are now selling stock in the state of Minnesota and many others are operating in the neighbouring states. The writer has recently visited a number of these associations and was much impressed by the businesslike manner in which they conducted their business and by the general satisfaction which resulted from their work. A brief account of the organisation and work of a typical marketing association will serve to illustrate how similar organisations may be operated in this province.

LITCHFIELD CO-OPERATIVE LIVE STOCK MARKETING ASSOCIATION.

The Litchfield Co-operative Live Stock Marketing Association commenced business in 1908, being the first association of the kind organised in Minnesota. Its headquarters are situated in Litchfield, a town with a population of about 2,500 people, situated in a good farming district on the Great Northern Railway about 75 miles west of St. Paul. From the first this association has been highly successful and its business has increased rapidly, as the accompanying table will show:

Summary of Business Since Organisation.

Year	Carloads of stock	Gross receipts
1908	14	$ 11,599.25
1909	35	39,569.27
1910	81	102,163.35
1911	104	114,764.56
1912	146	181,544.10

The figures for 1913's business are not available, but during the first six months of 1914 the association shipped 90 cars of stock, from which the gross receipts amounted to over $138,000.

The organisation of the association is identical with that outlined above. The manager receives as remuneration for his services a commission of 6 cents per 100 pounds on all stock marketed through the association, out of which he has to pay his travelling expenses while accompanying the stock to market, and also any extra help which may be required to load or handle the stock. Shipments are made on Tuesday of each week, as many as five carloads being forwarded at once during certain seasons of the year. All cattle are marked and each man's stock is sold by itself. Sheep and hogs are graded by the manager when received and sold in a body. On hogs the manager apportions the shrinkage according to the weight and condition of the animals when received. On veals five pounds shrinkage is taken off each irrespective of weight. Cattle being sold individually each shipper bears the actual shrinkage on his stock.

Members are requested to notify the manager at least one day previous to the shipping date, of the number and kind of animals which they purpose forwarding. The ordinary stock yard provided by the railway

company is utilised as a receiving station. A set of stock scales are installed in the yard and the association has a portable office which is brought to the yard on shipping days, and serves as a protection against inclement weather for the manager and his assistants. When the stock is delivered at the yard each shipper is given a receipt showing in detail the number and kinds of stock which he has supplied and giving the net weight of each kind, as well as the brand which has been placed on the animals for identification purposes. The animals are loaded and shipped to a commission firm in South St. Paul. This firm sells the stock in accordance with the manager's directions and returns the proceeds to him with a statement showing the receipts from each shipper's share of the consignment. Upon receipt of the returns the manager sends each shipper a statement of the receipts and expenses in connection with the handling of his animals and a cheque in full settlement of the account.

The writer visited several members of this association and each expressed high appreciation of the work which it is doing. All claimed a very considerable increase in price, effected largely through eliminating the salaries and expenses of the five or six travelling buyers who had formerly operated in the district. Added to this they had the satisfaction of knowing that they were getting exactly what their stock was worth on the open market. The manager of one of the local banks stated that in his opinion the marketing association had been of benefit to the business men of the town as well as to the farmers in the district. Owing to the popularity of the association, stock was often brought in fifteen or twenty miles to be sold through it, and seldom indeed did any farmer come into town without doing some business there.

The local agent of the Great Northern Railway was also highly pleased with the work of the stock marketing association. Large shipments at regular intervals facilitated the work of the railway company and permitted of the operation of a special stock train on that line which took the animals to market more rapidly, thereby effecting a considerable saving in shrinkage. In addition to this it was much more satisfactory to deal with one manager than with five or six dealers and several farmers making independent shipments; he could depend upon the manager to have all bills of lading properly prepared and all payments of freight, etc., promptly attended to.

From his observations, the writer was convinced that through the marketing association increased prices had been obtained, interest in stock production had been stimulated so that live stock is now produced in much larger quantities and of higher quality than formerly and the best interests of all classes in the community had been advanced. There is no reason why similar associations should not prove equally beneficial here in Saskatchewan. We have hundreds of communities where such concerns could be organised and live stock commission firms on all of our larger markets have intimated that they would be glad to handle the business of such organisations.

ASSOCIATIONS ALREADY OPERATING IN SASKATCHEWAN.

In fact, some five or six stock marketing associations have already been doing business in the province. The Hanley Farmers' Stock Shipping Association, Limited, organised last March, has made several shipments on which their manager, Mr. John Ames, reports that the results obtained

have been highly satisfactory. The Edam Co-operative Marketing Association, Limited, of Edam, Saskatchewan, and the Bigford Co-operative Trading Association, Limited, also report that through their organisations they have been able to obtain increased prices for the stock marketed from their localities. Again at Herbert, in the western part of the province, many of the farmers had gone in for hog raising, but owing to the absence of local buyers they were for a time unable to dispose of their stock, but when, at the suggestion of the Co-operative Organisation Branch, a number of the farmers united to make up a carload and shipped their hogs to an abattoir in Moose Jaw they obtained 7 cents per pound net, which price compared very favourably with that then being paid in adjacent towns.

In view of the success which has everywhere attended the co-operative live stock marketing movement, and the present unsatisfactory conditions of our live stock industry, it would appear that it is now high time that a considerable number of these associations were organised in this province. At first many of the associations might find it advisable to operate only for a portion of the year, or shipments might be made at irregular intervals just as the stock became ready for market, but if the experience of the Minnesota association is to be relied upon greater interest in stock keeping is certain to follow the introduction of such a marketing system, and it would not be long before regular weekly, or at least fortnightly shipments could be made by the majority.

HOW TO ORGANISE A STOCK MARKETING ASSOCIATION

In view of the fact that live stock marketing associations, operating as previously outlined, will in time accumulate a considerable reserve fund, and also because railway companies and others would prefer to do business with associations having legal status, it would be advisable for such associations to incorporate under The Agricultural Co-operative Associations Act. The fees for registration under this Act amount to $4.50, and incorporation under it would not only give the associations legal standing, but as all concerns incorporated under this Act are required to conduct their business under a set of standard bylaws it would insure uniformity in organisation. This would facilitate federation should a number of marketing associations later desire to form a central selling agency. Copies of The Agricultural Co-operative Associations Act, the standard bylaws, and such supplemental bylaws as would be required for the regulation of a live stock marketing association can be obtained, upon request, from the director, Co-operative Organisation, Department of Agriculture, Regina. Information regarding freight rates, markets, etc., can also be obtained from the same source, the services of the Co-operative Organisation Branch being at all times at the disposal of persons desirous of organising any kind of practical agricultural co-operative association.

If, however, the association purposes operating without capital and intends confining its activities entirely to the sale of live stock it would not be absolutely necessary to have it incorporated. Perhaps scarcity of funds, uncertainty as to the duration of the association or other reasons might make it inadvisable to incorporate. This is a detail, which, while important, is not vital to the success of the movement.

In any event, the first step would be for a number of those interested to gather data in regard to available markets and the cost of conveying their animals to those markets. Then if it is found that the spread between the prices on the central markets and those offered by the local buyers is unduly large, a meeting of all the stockmen in the district should be called, the data which has been gathered should be laid before them and if possible an agreement reached to organise a live stock marketing association through which all live stock in the district shall be marketed.

The question of incorporating the association should then be discussed, and if it is decided to have the association registered the necessary forms should then be secured from the director, Co-operative Organisation Branch, Department of Agriculture, Regina. If the association is not to be incorporated, a constitution and bylaws should be drawn up and signed by all of the members. The following constitution and bylaws, with perhaps a few alterations, will prove suitable for any co-operative live stock marketing association

SUGGESTED CONSTITUTION AND BYLAWS.

ARTICLE 1.—NAME:

The name of this association shall be The..... ..... Co-operative Live Stock Marketing Association.

ARTICLE 2.—OBJECTS:

The objects of this organisation shall be to obtain reasonable prices and to secure the best possible results for its members in the marketing of live stock.

ARTICLE 3.—HEAD OFFICE:

The head office of the association shall be situated in ..... and its operations shall be confined to the territory tributary to that point.

ARTICLE 4.—TIME:

The time over which this organisation shall extend shall be indefinite (*or have a set time as may be desired*).

ARTICLE 5.—MEMBERSHIP:

Any farmer, or stock raiser, resident in the vicinity of ..... , and wishing to make use of the marketing facilities afforded by this association shall be admitted to, and shall enjoy all the privileges of membership, upon the payment of a fee of $..... and subscribing to the constitution and bylaws of the association.

ARTICLE 6.—MEETINGS:

(1) *Annual Meeting*—An annual meeting of the association shall be held each year in the month of January upon such date and at such hour and place as may be determined by the directors.

(2) *Special Meetings*—The directors may, whenever they think fit, and shall upon a requisition made in writing by not less than one-fifth in number of the members of the association, call a special meeting of the association.

(3) *Notice of Meetings*—At least ten days' notice of every general or special meeting shall be given by advertising the place, date and hour of the same in at least one newspaper circulating in the district, and by mailing a notice to the same effect to the address of each member as registered at the office of the association.

(4) *Quorum*—At any general or special meeting one-fifth of the registered members of the association shall constitute a quorum.

(5) *Adjournment*—If within one hour from the time appointed for any meeting of the association a quorum be not present, the meeting, if convened upon the requisition of members, shall be dissolved; in any other case it shall stand adjourned to the same day in the next week at the same time and place; and if at such adjourned meeting a quorum be not present it shall be adjourned *sine die*.

ARTICLE 7—ELECTIONS:

(1) *Voting*—At all meetings of the association each member in good standing shall have one vote and a majority vote of the members present shall decide all questions.

(2) *Eligibility*—Any member in good standing shall be eligible to be elected as a director of the association.

(3) *Nomination and Election of Directors*—Candidates for the position of director shall be nominated openly at the annual meeting, and shall be elected by secret ballot.

ARTICLE 8.—OFFICERS:

(1) *Board of Directors*—At the first general meeting a board of six directors shall be elected by and from the members of the association. Two directors shall be elected to hold office until the first annual meeting. Two directors shall be elected to hold office until the second annual meeting and the remaining directors shall hold office until the third annual meeting. At each annual meeting two directors shall be elected to replace the retiring directors. Directors so elected at any annual meeting shall hold office for three years.

(2) *Officers*—The presiding officers of the association shall be a president and vice president, and these shall be elected by the directors from among their own number at the first board meeting after the annual meeting and shall hold office until the next annual meeting.

(3) *Election of Auditor*—At the first general meeting of the association, and subsequently at each annual meeting a competent auditor shall be elected by the members.

(4) *Vacancies*—If the office of the auditor shall become vacant or a vacancy shall occur in the board of directors such vacancy may be filled by the directors, but any person so appointed shall retain his office only so long as the vacating auditor or director would have retained the same if no vacancy had occurred.

(5) *Removal of Directors*—The association at any annual meeting, or at any special meeting duly called for that purpose, may by a special resolution, indorsed by a majority of the members, remove any director before the expiration of his period of office, and may by an ordinary resolution appoint another person in his stead; the person so appointed shall hold office during such time only as the director in whose place he is appointed would have held the same if he had not been removed.

ARTICLE 9.—POWERS AND PROCEDURE OF DIRECTORS:

(1) *Powers of Directors*—The directors shall have the general management and control of the business and property of the association.

(2) *Meetings of the Board of Directors*—Meetings of the board of directors shall be held at such times and places as the board shall determine.

(3) *Quorum at Directors' Meetings*—At any meeting of the board a majority of the directors shall constitute a quorum.

ARTICLE 10.—DUTIES OF THE PRESIDENT:

The president shall preside at all meetings. He shall call meetings of the board and of the association whenever necessary and shall advise with and render such assistance to the manager as may be in his power. In the absence of the president, the vice president shall have and exercise all the rights and powers of the president.

Article 11.—Appointment and Duties of the Manager:

The directors shall appoint as business manager a person qualified for the position who may, or may not, be a member of the board of directors. He shall keep a record of the proceedings at all meetings of the association, and of the board of directors, and shall also perform such special duties as are assigned to him by the bylaws of the association. His remuneration shall be fixed from time to time by bylaw of the association. The manager shall furnish such security as may be required by the board of directors.

Article 12.—Duties of the Auditor:

At the close of every calendar year and prior to the holding of the annual meeting of the association, the books of the association shall be closed and the auditor shall have access to all the books and accounts of the association, and shall examine the general statement of the receipts and expenditures, funds and effects of the association, and verify the same with the accounts and vouchers relating thereto, and shall either sign the same as found by him to be correct, duly vouched and in accordance with the law, or specially report to the association in what respect he found any entry or account to be incorrect, unvouched or not in accordance with the law.

Article 13.—Amendments:

Amendments to this constitution may be made by a two-thirds vote of the members present at any regular or special meeting of the association, provided that due notice of the meeting has been given as provided for in section 3 of article 6.

Article 14.—Bylaws:

Bylaws governing the operations of this association may be made from time to time in the manner prescribed for making amendments to this constitution.

SUGGESTED BYLAWS.

1. *Manager to be notified* re *stock ready for shipment*—All members who desire to market stock through the association shall report to the manager the kinds of stock and the number of each kind which he intends marketing, and approximately when the animals will be ready to be marketed.

2. *Ordering Car and Loading*—When a sufficient amount of live stock to make a full carload has been reported as being ready for market the manager shall order a car and notify each member having stock listed, stating the date and hours at which the stock is to be delivered for loading.

3. *Special Duties of Manager*—In addition to the duties assigned him by the constitution or other bylaws of this association the manager shall be at the stock yard on the dates and at the hours set for the delivery of stock, and shall receive, weigh, mark and load the animals on the cars. He shall have charge of and direct the sale of all shipments and receive all money therefor and pay the same to the shippers, less his commission and all other expenses incurred in making the shipment or when so directed send the money by mail to the shippers. He shall furnish a statement to every shipper showing the net weight, price received and expenses incurred

in marketing his consignment. He shall keep on file all statements received from the commission firm selling the stock and shall keep a record showing the number of cars shipped and the amount of stock in such cars.

4. *Manager's Remuneration*—The manager shall receive as compensation for his services a commission of ..... cents per hundred pounds on the net weight at the final market of all stock marketed through the association, from which commission he shall pay for all extra help employed to assist in handling or loading the stock, and also defray any travelling expenses incurred in marketing the shipments; he shall, however, have the right to charge for any outlay for feed, bedding, materials needed to make partitions to separate the stock in the cars, etc., said amounts to be charged against the consignments on whose account they were incurred.

5. *Insurance and Sinking Fund*—Out of the receipts from the sale of every shipment there shall be deducted ..... cents (3 cents suggested) on every hundred pounds in weight of hogs or sheep and..... cents (2 cents suggested) on every hundred pounds of cattle and the amounts so deducted shall be placed in such chartered bank as the directors may direct and shall constitute a fund which shall be used for paying losses that may occur through injury to stock while in the association's hands, or to purchase office supplies, postage stamps, or such equipment as the association may require.

6. *Payment for Stock Injured in Transit*—Any shipper whose stock has been accidentally injured while in the hands of the association shall receive the full amount for the same as though it had not been injured, and shall be subject to the regular rates of expense on the shipment. The payment of damages shall be based on a statement made by the commission firm having charge of the sale of the shipment, which statement shall show the amount received for the injured animal and the amount, in their opinion, which it would have brought had it not been injured. This statement shall be the final basis for the settlement. No damage shall be paid for an animal that was not in a healthy condition when received at the local yards by the manager.

7. *Sale of Stock for Nonmembers*—Animals will be accepted from and sold for nonmembers upon the same conditions as if supplied by members, except that double insurance fees will be charged on all such animals.

8. *Dates of Shipment*—Sufficient stock being available, shipments shall be made at regular ..... intervals.

N.B.—The manager's commission should, we feel, be set at some amount between six and twelve cents per hundred pounds. The exact amount will vary with the distance from the marketing point and the volume of business to be handled. The shorter the distance and the greater the amount of business the smaller will be the commission required to make the work profitable to the manager.

ESSENTIALS TO SUCCESS

The organisation is but the first and by far the easiest step towards the establishment of a successful marketing association. Having launched the enterprise, it is absolutely necessary that every member should patronise the association to the full extent of his abilities. While it may not be advisable to require members to enter into an agreement compelling them to market all of their stock through the association, yet it is imperative that all members give the association their entire patronage and whole hearted support. This is particularly important just while the association is getting under way, for it is then that attacks from stock buyers, drovers, or others interested in securing the defeat of the association are most likely to occur. There is little likelihood of these middlemen relinquishing their livelihood without a hard struggle. In all probability price cutting, the circulation of misleading information and every other device which ingenious brains can formulate will be employed to induce members to leave the association before it has had an opportunity to demonstrate its usefulness, consequently it is very important that the members should be on their guard and definitely reject all advances designed to draw them away from the association.

Apart from the whole hearted support of the members the most important factor in insuring success is capable management. Men noted for their uprightness, business enterprise and integrity should be selected for directors, thereby inspiring confidence among the members. If possible a manager thoroughly acquainted with all matters appertaining to the marketing of live stock should be secured. The directors should serve without salary or other financial remuneration. If they possess the true co-operative spirit they will be quite willing to serve for the general good of the community without seeking individual reward. The manager, however, should receive such remuneration as will make it worth his while to give careful attention to all details of the business. Many an association has been wrecked through failure to realise the importance of a competent manager, or through unwillingness to pay adequately for the services rendered.

Another essential is simple, plain and accurate accounts, open at all times to all members, and showing clear concise statements of results. Promptness in forwarding settlement for all stock marketed is also required if the continued support of the members is to be secured and the fullest possible information in regard to all matters connected with the marketing of the stock should be supplied. Many associations have a bulletin board at the stock yards on which from day to day the prevailing prices on the neighbouring markets are set forth.

DESIRABILITY OF UNIFORMITY IN STOCK MARKETED.

It must be recognised that the simple forwarding of stock in car lots will not alone ensure enduring success. Attention must also be paid to the type and quality of the stock marketed. Uniformity in type is highly desirable. A carload which contains some animals of

the dairy type and others of beef conformation is at a considerable disadvantage when placed for sale beside an equal number of animals all of the one type; moreover a straight carload all of one breed will always bring a premium over a carload of mixed breeding, even although the latter may all belong to the one type.

To ensure uniformity in the stock which the association will have for sale community breeding should be introduced. If all of the members in the association will agree to produce one breed of cattle and one breed of hogs they will soon be in a position to ship carload lots of uniform type. In addition to the increased prices which this will produce a considerable saving may frequently be effected, when each farmer has only a limited number of animals, through co-operation in ownership of sires. Moreover a number of farmers by uniting can often purchase a high class animal which would be too expensive for one alone to buy, but which through the transmission of high class quality will do much to improve the stock of his owners.

Uniformity in condition must also be considered. The price received for a lot of mixed quality is always below the average. A few thin, or inferior animals in a carload will often so reduce the price of the whole that unless the poor animals are sold separately less will actually be received than if the choice animals alone had been sold.

To obtain the highest prices, excellence, as well as uniformity of quality is essential. Stock in only average condition will command only average prices, but there is always a demand for an extra choice article and stock in the pink of condition will always obtain a premium. The stock marketing association which can supply car lots uniform as to type, breed and age, and of choice quality, is certain to obtain the maximum returns for its stock.

FORMS USED IN ACCOUNTING

The following cuts illustrate receipt and account forms typical of those used by the Minnesota Stock Marketing Associations and which should prove satisfactory for similar associations here.

P.O. Date

Received from

Hogs weighing ..... lbs. marked.

Hogs weighing ..... lbs. marked

Cows weighing ..... lbs. marked

Heifers weighing ..... lbs. marked

Steers weighing ..... lbs. marked

Veals weighing ..... lbs. marked

Sheep weighing ..... lbs. marked

Forty pounds off on piggy sows; 80 pounds off on stags; 1 cent per pound off on cripples.

FARMERS' STOCK MARKETING ASSOCIATION,

Manager.

FORM NO. 1.

The above is the form used in acknowledging receipt of stock. These are made out in duplicate when the stock is delivered showing the number weight and kind of animals received and the identification mark used. One copy is retained by the manager and the other is given to the patron.

LIVE STOCK RECEIVED

Date..... 191.. Kind.....

Brand	Owner	Number of head	Weight

FORM NO. 2.

Form No. 2 is printed on pasteboard cards and is used by the manager to keep account of the number, weight and marks of each kind of stock received. The cards are filled out from the duplicate of the receipt form, just as the animals are received. A separate card is used for each kind of stock, *e.g.* cattle, veals, hogs and sheep, and from these the manager can tell at a glance just how many animals of each kind he has received that day.

STATEMENT OF ACCOUNT.

SASK., ...191..

MR.

IN ACCOUNT WITH

FARMERS' STOCK MARKETING ASSOCIATION

.....SASK.

Animals	No.	Home weight	Shr.	Net	Price	$	cts.
Hogs							
Sows							
Stags							
Cows							
Steers							
Veals							
Sheep							

EXPENSES

TOTAL $. .....

Animals	Freight	Mgr. com.	Insurance, etc.	Feed and yardage	Selling com.	Total expense
Hogs						
Sows						
Stags						
Cows						
Steers						
Veals						
Sheep						

BALANCE $ ...

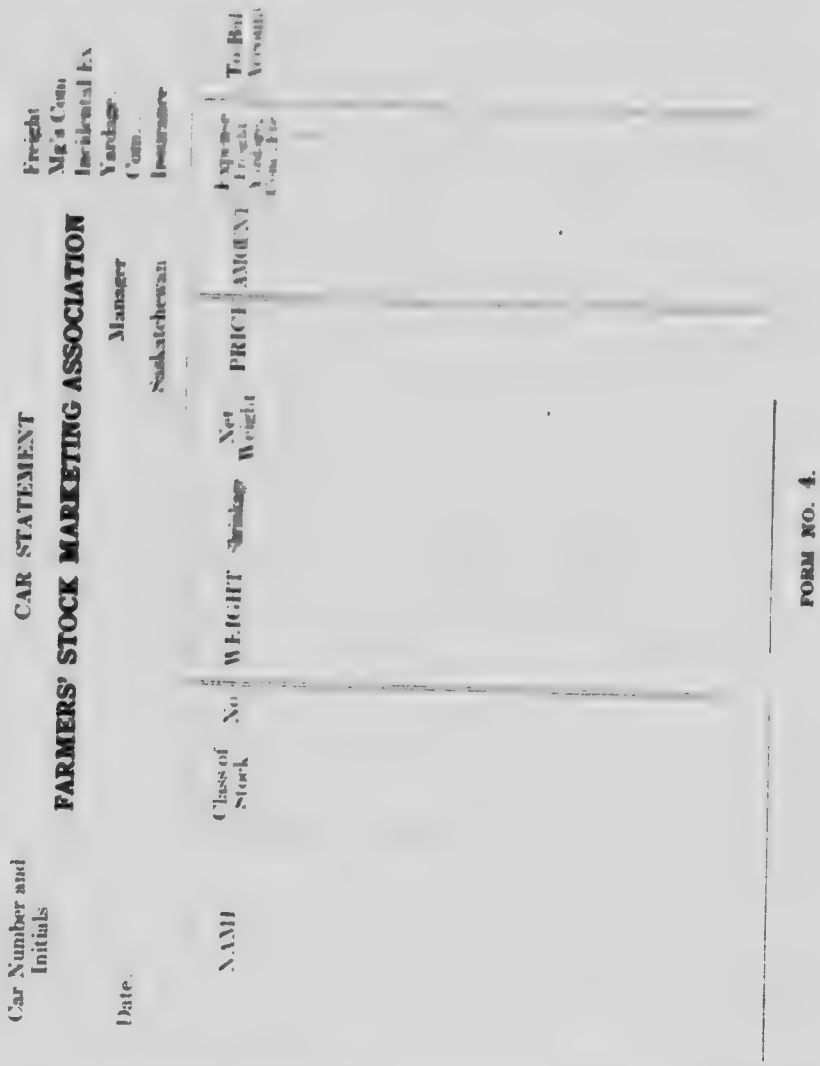
Enclosed please find cheque No. ..... for $. ..... being payment in full. Kindly write for explanation of anything unsatisfactory.

.....

Manager

FORM NO. 3.

Form No. 3 is used in rendering a statement of account to persons marketing stock. It shows in detail the number of animals of each class, with the home weight, shrinkage, net weight and price received for each. Also the details of the expenses incurred in marketing each kind and the amount which is due the patron. As indicated a cheque in full payment for the stock is sent with this statement.



FORM NO. 4.

Form No. 4 shows the heading and ruling of the blanks used by the manager in keeping a permanent record of the details in connection with each shipment.

SELECTING A MARKET

A marketing association operating in an ordinary small town in this province will find that practically all of its stock must of necessity be sent to some outside market. The local butchers may require a limited amount for home consumption and this the association would be wise to provide, so long as a car lot could be made up without the stock and the butchers were prepared to pay a price which was in accord with that obtainable elsewhere.

Before definitely selecting a market the manager should acquaint himself with the conditions prevailing on all of the markets within reasonable shipping distance, the capacity of the various stock yards and of the abattoirs at each marketing centre, the fees charged at each point for weighing, yardage and feed, whether stock is sold as weighed from the car or after being fed and watered, the names and standing of the various commission firms and the fees charged for selling. These and other details will all have an influence on the returns received.

The manager should ascertain the freight rate from his station to each of the markets. (Elsewhere in this bulletin will be found a list giving the rates per hundred pounds on live stock from typical Saskatchewan points to each of the principal stock markets. Information in regard to the rates from stations not mentioned can be had upon request from the local agents of the railway companies.) He should also get data as to the relative distance to each and the probable time which it would take shipments to reach them. From this he could determine the probable shrinkage during transit and the cost of feed and water *en route*. These are very important considerations when stock has to be transported long distances.

The capacity of the market is also worthy of much consideration. There are more buyers on some markets than on others and again small markets are apt to be glutted if two or three cars arrive at once, while larger ones are not so easily affected. On some markets stock are purchased only to supply the requirements of the local abattoirs and their capacity being limited the arrival of a large consignment, not previously contracted for, is apt to cause a fall in prices. Other things being equal the larger the market and the greater the number of outside buyers operating on it the more likely it is to prove satisfactory. The following data, in regard to markets in Saskatchewan and elsewhere have been compiled from authoritative sources and should be of assistance to associations in selecting a satisfactory market.

MARKETS IN SASKATCHEWAN

Regina.

A municipal stock yard under the supervision of the city's industrial commissioner has been established. Pending the selection of a permanent site and the erection of the necessary yards, etc., the grounds and buildings of the Regina Exhibition Association, which are being utilised, afford ample accommodation for stock. Hugh Armour & Company's abattoir, which is situated in the city, has a daily capacity of 40 head of cattle, 100 hogs and 300 sheep. Certain days in each week have been set aside as special market days and arrangements have been made to have buyers from outside points on hand on those days so that competitive bidding may be secured.

The following schedule shows the fees charged per head for yardage and weighing:

	Yardage per day	Weighing
Cattle	10c	5c
Calves	5c	5c
Hogs	2½c	3c
Sheep	2c	2c

For detailed information regarding this market write the industrial commissioner, Regina, Saskatchewan.

Saskatoon.

At Saskatoon a live stock market has been inaugurated in connection with the city's public market. Stock yards have been erected on the market premises, and are operated under the direction of the market master. The city's daily consumption of meat amounts to over a carload per day, besides which arrangements have been made to have outside buyers, representing large packing plants, attend the market on set days. Full particulars regarding dates set aside as special stock marketing days, market fees, etc., can be had on request from the market master, Saskatoon.

Moose Jaw.

The Canadian Pacific Railway Company's stock yards at Moose Jaw will accommodate 2,500 cattle, 1,000 hogs and 1,000 sheep. The abattoir operated by Gordon, Ironside & Fares has a daily killing capacity of 200 cattle, 500 sheep and 1,500 hogs. In addition to the stock required to supply the requirements of the abattoir, a considerable number of animals are brought here by representatives of outside packing plants and shipped either south or east. The manager, Gordon, Ironside & Fares' abattoir, will forward quotations on request.

Prince Albert.

Prince Albert, being the source of supply for the principal lumbering and mining sections of the province, and having had an abattoir for several years, furnishes a very satisfactory market for live stock raised in the northern portion of the province. The abattoir, which is owned by The Rural Bak· Packing Company has a daily capacity of 50 cattle, 100 hogs and sheep. Quotations on stock can be obtained by writing or wiring the manager of the abattoir company, and stock can be consigned direct to their yards.

OTHER CANADIAN MARKETS.

Apart from the home markets just described, the principal Canadian markets of interest to western stockmen are those located at Winnipeg, Calgary and Edmonton.

Winnipeg.

Winnipeg is the most important stock marketing centre in the West. Its railway connections and stock yard facilities are much superior to any others in the country, and besides having a large local trade to supply, the abattoirs of several of the largest packing plants in Canada are located in the city.

Two large stock yards are now in operation. The largest, best equipped and most recently erected is the New Union Stock Yards, which is operated by a corporation known as The Public Markets, Limited. Its yards have connections with all railways entering the city and contain covered pens sufficient to accommodate 250 carloads of stock besides open pens of even larger capacity. All stock marketed through these yards are fed and watered before being sold. The following is the schedule of charges now in force at these yards:

Cattle	15c per head
Calves	10c per head
Horses	25c per head
Colts	15c per head
Hogs	5c per head
Sheep	5c per head

These rates cover the yardage charges and include unloading, weighing, caring for and service, but do not include bedding, which is charged for additional as ordered. Hay and grain are supplied at cost plus expense of handling.

The Canadian Pacific Railway's stock yards, while not so recently erected as those just described, are still doing considerable business. In these yards cattle are sold "fed and watered," but hogs are sold "off cars," *e.g.*, without being fed or watered. The fees charged at the Canadian Pacific Railway's yards are as follows: For weighing: cattle 5 cents per head; hogs and calves 3 cents per head; sheep and lambs 2 cents per head. For yardage: Up to forty-eight hours free, after that at the same rate as for weighing for each additional twenty-four hours that the animals are in the yard. Hay and grain are supplied at set rates.

The following commission firms sell stock on both stock yards:

Carson, Wood & Weiller
D. Coughlin & Company
Burns Bros.
Slotin & Spivak
Crealock & McLean
F. J. Colvin & Co.
Rice & Whaley, Ltd.
Speers & Whitten
Bater & McLean

The fees charges for selling are $10 per car for cattle, $7.50 per car for hogs or sheep and $10 per car for mixed stock.

CALGARY.

Calgary offers an excellent market for the live stock raised in the western part of this province. During the year 1913, 125,900 cattle, 275,000 hogs and 175,000 sheep were sold on the Calgary market. Of those upwards of 50 per cent. were required to supply the local abattoirs, about 35 per cent. were shipped alive to points in British Columbia, about 5 per cent. were shipped to points in the United States and a limited number were sent to Winnipeg and points in the eastern provinces. The three abattoirs, which are located in the city, have a combined capacity of 625 cattle and 1,800 hogs per day.

The principal stock yards are operated by the Alberta Stock Yards Company, and have direct connection with the Canadan Pacific Railway. The fees charged per head are as follows:

	Market fees	Weighing
Horses	20c	5c
Cattle	10c	5c
Calves	2½c	3c
Hogs	2½c	3c
Sheep	2½c	3c

All stock on this market are sold after being fed and watered, feed being supplied by the stock yard company at the following rates:

Hay, timothy	per 100 pounds	$ 1 50
Hay, prairie	per 100 pounds	1.00
Green feed	per 100 pounds	.90
Straw	per 100 pounds	.50
Oats	per ton	40.00
Oat chop	per ton	40.00
Barley chop	per ton	40.00
Bran	per sack	1.50

The following is a list of the commission firms selling stock on the Calgary yards:

A. H. Maynard
Chas. Knight
Hamilton & Parslow
O. B. Hammill
Wade, Wilson & Garvin Jack
O. A. James
D. S. McIntosh

The commissions charged sellers by the above firms are $10 per car of horses or cattle; $8 per single deck car of hogs, sheep or calves; or $10 per double deck car.

Edmonton.

Edmonton is the natural market for much of the stock raised in the north-western portion of Saskatchewan, the Canadian Pacific Railway, Grand Trunk Pacific and Canadian Northern Railway, all having lines running direct from that territory to Edmonton. Three abattoirs having a combined capacity of 8,200 hogs, 700 cattle and 500 sheep per week are located there. Each of the abattoir companies has a stock yard to which shipments may be delivered direct from the railways, while the railway companies also have considerable stock yard space which may be utilised by persons shipping stock to that point

The following is a list of the abattoir companies operating in Edmonton.

Swift Canadian Company, Limited.
P. Burns Company, Limited.
Gainers', Limited.

Any of these will forward market quotations on request.

AMERICAN MARKETS.

Of the large American markets those at Chicago and South St. Paul are the ones most likely to be utilised by Saskatchewan shippers. The following data in regard to them may prove of service:

Chicago.

Chicago ranks as one of the largest live stock marketing centres in the world. During the year 1913 upwards of $400,000,000 worth of stock comprising some 257,701 carloads passed through the Union Stock Yards. These yards, owned and operated by the Union Stock Yard and Transit Company of Chicago, cover an area of 500 acres and contain 13,000 pens which have a combined capacity of 6,000 horses, 75,000 cattle, 125,000 sheep and 300,000 hogs, or upwards of 500,000 head of stock.

The following is a schedule of the charges for yardage, feed, etc.:

Yardage.—Cattle and horses, 25 cents per head; calves, 15 cents per head; hogs, 8 cents per head; sheep, 5 cents per head.

Feed.—Corn, $1.25 per bushel; oats, 75 cents per bushel; timothy hay, $25 per ton; prairie hay, $20 per ton; alfalfa, $1.50 per hundredweight; clover hay, $1.50 per hundredweight; straw, 80 cents per hundredweight.

The commission for selling live stock in the Union Stock Yards is governed by the bylaws of the Chicago Stock Exchange. The charges on less than carload lots are: For cattle, 50 cents per head; calves, 25 cents per head; hogs, 20 cents per head; sheep or goats, 10 cents per head.

ON STRAIGHT CARLOAD LOTS.

On cars of cattle, at the above rate per head, but not to be less than $10 nor more than $13 per car. On cars of calves, at the above rate per head, but not to be less than $10 nor more than $12. On cars of hogs, at the above rate per head, but not to be less than $8 per car. On sheep in carload lots at aforementioned rate per head, but not to be less than $8 nor more than $10.

ON MIXED CARLOAD LOTS.

(e.g. cars containing more than one species.)

The commission will be charged at the per head rates above mentioned, but no greater charge shall be made for selling any certain species in any mixed carload lot than would be charged on such species in an unmixed car.

On carloads of live stock having more than *one* owner and requiring more than one account of sale, commission at the aforementioned rates per head will be pro rated according to ownership, but must not exceed 25 per cent. more than the regular carload lots for the species involved.

General.

Animals of the cattle species are classed as calves when they weigh 300 pounds or less.

Government inspection of hogs at the scales before weighing is very rigid. All badly pregnant sows, hogs with bunches, boils, etc., also hogs with cuts on hams or shoulders are thrown out. Lumpjaw cattle and all diseased meats are condemned at Chicago. Owners of cattle slaughtered subject to State inspection receive returns of sales according to *post mortem* inspection.

Dead hogs arriving at the yards bring 1¼ cents per pound when weighing over 100 pounds, those under 100 pounds are worthless. Dead cattle and sheep sell according to the va' ie of the hides and pelts.

A list of the commission firms selling stock on the Union Stock Yards can be obtained on application to the Secretary of the Chicago Live Stock Exchange, Union Stock Yards, Chicago, Ill., U.S.A.

South St. Paul.

The stock yards at this point are owned and operated by the St. Paul Union Stock Yards Company. The yards, covering 230 acres, are situated on the bank of the Mississippi river about two miles south of the city of St. Paul. All railways entering St. Paul have connections with the stock yards. Packing plants occupy 24 acres of the yard site, the stock pens cover about 140 acres and the balance is taken up with railway trackage, sheds for storing feed, bedding, etc. The capacity of the stock pens available for marketing purposes are as follows: Horse and cattle pens, 23,000 head. Hog pens, 18,000 head and sheep pens, 42,000 head.

The following is a schedule of the fees charged on the market:

Loading or unloading	$ 0 25 per deck
Yardage assessed on stock sold:	
Cattle	.25 per head
Calves	.15 per head
Hogs	.08 per head
Sheep	.05 per head
Horses and mules	.25 per head
Colts	.15 per head
Feed:	
Hay, upland prairie	20.00 per ton
Bedding, straw or low grade hay	.60 per bale
Corn	1.00 per bus
Oats	60 per bus.
Bran	1 50 per cwt.

Each com. ı firm operatin, on these yards is under a $20,000 bond to give faithful service and make prompt settlement with customers.

The fees which they charge for selling stock are set by bylaw of the South St. Paul Live Stock Exchange, and are as follows:

Unmixed stock in car lots—Cattle, 50 cents per head; calves, 25 cents per head; milch cows with calves at foot, 75 cents per head; but total commission not less than $10 nor more than $12 per car. Hogs and sheep, 15 cents per head, but not to exceed $8 per car.

Mixed car lots—At foregoing rates per head, but not to be less than $10 or more than $15 per single decked car containing only two species.

On carloads of stock having more than one owner requiring more than one account of sale with expenses pro rated, the commission shall be at the aforementioned rates per head.

COMMISSION FIRMS AT SOUTH ST. PAUL.

W. M Campbell Commission Co.
Carson, Wood & Weiller
Clay, Robinson & Co.
Engemoen-Seekins Co.
Fitch & Co.
Friend, Crosby & Co.
C. L. Hass Commission Co.
C. L Kaye
J. R. Kirk Commission Co
Johnson-Braber Co.
Long & Hansen Co
McKissick Bros. & Alcorn
Oehler, Forsythe Co.
F. S. Page & Co.
Prouty Commission Co.
Rodgers & Rodgers
Thuet Brothers
Percy Vittum & Co.
Western Commission Co

MARKET CLASSIFICATIONS

Managers of marketing associations, and also those shipping stock through the associations, should inform themselves as to the classifications used on the live stock market patronised and the usual spread between the different classes, as lacking this information the market reports will have little significance to them. The following is a typical classification, but it is not here considered wise to indicate the spread between the values of the different classes as this varies considerably on different markets and from time to time.

CLASSIFICATION OF CATTLE AND SHEEP.

Steers—
- Choice butcher (1,150 to 1,300)
- Common butcher (950 to 1,100)
- Feeders (800 to 950)
- Stockers light (400 to 800)

Heifers—
- Choice heavy
- Common
- Stockers
- Light

Cows—
- Choice heavy
- Common
- Thin

Calves—
- Heavy
- Light (to 200 pounds)

Springers—
- Choice
- Common

Bulls—
- Common

Oxen—
- Choice
- Common

Lambs
- Milk

Sheep—
- Wethers
- Ewes

CLASSIFICATION OF HOGS.

Selects (150 up to 250)
Stockers (75 up to 150)
Heavies (250 up to 500 or over)
Titties and piggies
Boars
Lame hogs

POINTS REGARDING SHIPPING

The following information regarding shipping regulations applies over all railway lines in Western Canada.

GENERAL.

Shippers should order cars from their nearest station agent, if possible, two or three days before they are required, being careful to state the kind and size required.

Stock is carried in two ways: At the railway's risk, subject to the terms and conditions of their standard bill of lading; and at owner's risk, subject to a special live stock contract. Shippers when loading stock must specify under which condition they desire to ship and secure either contracts or bills of lading. These documents are essential to prove ownership and to secure transportation for attendants.

Shipments of live stock cannot be consigned "to the order of," but may be consigned to the shipper and direction given that a commission firm, or other party, be notified of their arrival.

Large and small animals shipped together in the same car must be kept separate by partitions, put up by shippers at their own expense and risk as to sufficiency or otherwise. This rule does not apply to milch cows with calves at foot.

If for any reason feed is furnished for the live stock by or through the railway company, the cost of the same will be collected from the consignee upon delivery.

All live stock are required to be loaded and unloaded by and at the risk of the consignor and consignee respectively.

The railway companies will not be responsible for loss, damage or injury resulting from the acts of the animals themselves, nor for injury to calves, hogs or other live stock from suffocation, exhau tion, heat or cold, nor for any live stock escaping from cars.

The railway companies do not undertake to transport live stock by any particular tram, or within any special time, or in time for any particular market, and will not be responsible for loss or damage incurred by the refusal or inability of connecting lines to receive and forward live stock after tender of delivery.

MINIMUM CARLOAD WEIGHTS.

On live stock shipped in car lots freight charges are based on the actual weight of the shipments, but the minimum weight charged for will not be less than 20,000 pounds on cars of cattle in any length or size of car. With hogs and sheep the minimum carload weight is 16,000 pounds for cars 36 feet 6 inches in length, inside measurement. On longer cars an increase of 5 per cent. per foot for the additional length is charged.

Cars of horses or cattle, not weighed at shipping point, are billed at 22,500 pounds, subject to correction to actual weight at weighing station;

the minimum charged for, however, will not be less than 20,000 pounds. Cars of horses or cattle not weighed will be charged for at an estimated weight of 22,500 pounds.

MIXED CARLOADS.

When more than one kind of stock is loaded in a car the highest rate and minimum weight applying on any kind of stock in the car will be charged.

DOUBLE DECK CARS.

The railway companies will not furnish double deck cars, but if they so desire shippers may instal decks at their own expense and risk. When this is done the minimum weight, as above given, will still apply.

TRANSPORTATION OF ATTENDANTS.

The owners or their agents must accompany each carload consignment when the distance is over 100 miles, and before they will be allowed to travel on the train with the stock they must sign a form approved by the Board of Railway Commissioners, releasing the railways from liability in case of accident to them personally.

Owners or their agents in charge of live stock shipments will be carried free and free return transportation will be given. When a shipment contains more than one carload the number of persons accompanying it may be as follows: Three cars or less, one person; four, five or six cars, two persons; seven, eight, nine or ten cars, three persons; over ten cars in one lot, four persons.

FREIGHT RATES

The following table shows the rate per hundred pounds on carload shipments of cattle, sheep and swine, from typical Saskatchewan points to market centres in the Canadian West.

From	Calgary	Edmonton	Moose Jaw	Prince Albert	Regina	Saskatoon	Winnipeg
Alsask	21½	28	..	..	..	18½	39
Arcola	37	38	17	..	15½	24	22
Asquith	31	25	27	..	25	6	34
Battleford	30	22	31	..	29	15	37
Bengough	..	..	16½	..	..	..	28
Blaine Lake	34	25	..	12	..	..	38
Bredenbury	41	37	24	..	22	21½	22
Conquest	29½	27	16½	..	18½	21½	34
Davidson	32½	29	..	..	14	12	31
Delisle	28	27	..	..	..	7½	27
Estevan	37	38	17½	..	18½	27	24
Fort Qu'Appelle	..	..	14	..	10	..	26
Gravelbourg	..	..	15½	..	..	..	31
Humboldt	32½	29	..	16	..	13	30
Kelliher	..	..	19	..	17	19	26
Kindersley	23	29	..	..	..	16½	38
Macklin	25	19	23	..	25	18½	38
Maple Creek	22	30	20½	..	22	29½	37
Mawer	..	..	10	..	14	..	31
Melfort	36	31	..	12	..	..	32
Melville	..	..	16	..	15	20	23
North Battleford	30	22	..	16	..	13	37
Prussia	29	37	20½	..	22	29½	38
Radville	..	..	13	..	..	..	26
Rosetown	26	25	18½	..	20½	13	36
Rosthern	30½	28	..	10	19½	9½	34
Scott	28	21	30	..	28	15	37
Shaunavon	43	49	26	..	27	34	36
Swift Current	26	34	15½	..	17½	26	34
Weyburn	35	41	14	..	15½	24	25
Wilkie	28	21	26	..	23	18½	37
Yorkton	..	..	18	..	16	20	23
Young	..	..	23	..	22	10	30

Information in regard to the freight rates between points not mentioned in the foregoing list can be obtained on request from the local station agents, or by writing to the division or district freight agents of the different railways at their Regina or Saskatoon offices.

ASSISTANCE IN ORGANISING

To encourage the organisation of live stock marketing associations, the Provincial Department of Agriculture, through the Co-operative Organisation Branch, is prepared to supply each association organised free of charge with sufficient of the receipt and account forms, previously illustrated, to meet their requirements for one year, the only stipulation being that the association forward the Co-operative Organisation Branch a copy of the constitution and bylaws under which it purposes operating. If desired printed copies of the constitution and bylaws outlined herein will be furnished and the Co-operative Organisation Branch will at all times be glad to supply any available information in regard to the marketing of stock or upon request to advise associations in regard to any difficulties which they may encounter. All communications regarding this matter should be addressed to the director, Co-operative Organisation Branch, Department of Agriculture, Regina, Saskatchewan.